

#### Almonds:

#### Total TEU/FEU:

The numerator represents the total number of 20-foot equivalent unit (TEU) shipped, by all carriers, during March 2000. The denominator represents the total number of TEU shipped, by all carriers, throughout the 2000 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, March 2000.

#### Market Share-March:

Each carrier's current market share is based on the number of containers shipped during March 2000. Source: PIERS, March 2000.

#### Market Share-CY 2000:

Each carrier's market share is based on the total number of containers shipped throughout the 2000 calendar year. Source: PIERS, 2000.

#### **Transit Time:**

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line" and "The Shipping Guide on the Web."

#### Ocean Rates:

Ocean rates are applicable for May 30, 2000. Rates are per 20-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the E-Transport on-line rate tariff. PLUS Tariff retrieval systems, and individual shipping line websites.

#### Container Rate:

Container rates for Pistachios are quoted on full, 16 KT per 20-foot dry containers unless otherwise noted.

#### **Definitions**

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

CY-CY = Container Yard to Container Yard

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Heidi Reichert and Ron Hagen of the Shipper & Exporter Assistance Program, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325 or fax both on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

Issue Date: May 30, 2000 Page 1 of 8

L.A./L.B./Oakland Ports To Busan, South Korea

Almonds

Monthly Market Share For: March 2000

Month\Year: 12.0 \ 50.0

Month (1 ear: 12.0 \ 50.0												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARI	3 Cotton R.	Size	ContainerRate
Hanjin	92%	82%	12 Days	\$1,274	\$144							\$1,418
Cho Yang	8%	16%	13 Days									

L.A./L.B./Oakland Ports To Hong Kong

Almonds

Monthly Market Share For: March 2000

Month\Year: 10.1 \ 44.0

, , , , , , , , , , , , , , , , , , , ,		Market Share CY											
Carrier	Market Share		Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Senator	30%	16%	14 Days	\$645									\$645
OOCL	30%	16%	15 Days	\$1,000									\$1,000
Maersk-SeaLand	21%	11%	14 Days										
K Line	10%	20%	16 Days	\$660									\$660
Yang Ming	10%	18%	16 Days										
P&O Nedlloyd	0%	7%	15 Days										
Hanjin	0%	5%	13 Days	\$1,080									\$1,080
Mitsui OSK	0%	5%	14 Days	\$1,000									\$1,000

L.A./L.B./Oakland Ports To Jakarta, Indonesia

Almonds

Monthly Market Share For: March 2000

Month\Year: 3.0 \ 5.3

Monun Tear: 3.0 \ 3.3					Surcharges:									
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec A	RB	Cotton R.	Size	ContainerRate	
Hanjin	61%	81%	24 Days	\$1,924	\$144								\$2,068	
APL	33%	19%	25 Days	\$504	\$9			\$26					\$1,064	

L.A./L.B./Oakland Ports To Keelung/Kaohsiung, Taiwan

Almonds

Monthly Market Share For: March 2000

Month\Year: 10.0 \ 36.7

Month\Year: 10.0\30.7	Surcharges:											
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
Yang Ming	80%	51%	14 Days									
Evergreen	10%	19%	17 Days	\$1,495	\$144		3%					\$1,684
Hanjin	10%	8%	12 Days	\$1,234	\$144		3%					\$1,415
APL	0%	11%	12 Days	\$820								\$820
K Line	0%	11%	14 Days	\$660								\$660

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Almonds

Monthly Market Share For: March 2000

Month\Year: 1.0 \ 6.8

Month\Year: 1.0 \ 6.8	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
APL	100%	32%	28 Days	\$510	\$9			\$26					\$1,070
Cho Yang	0%	29%	19 Days										
Hanjin	0%	24%	19 Days										
Senator	0%	15%	19 Days	\$900									\$900

Issue Date: May 30, 2000 Page 6 of 8

L.A./L.B./Oakland Ports To Singapore

Almonds

Monthly Market Share For: March 2000

Month\Year: 3.7 \ 14.7

Month\Year: $3.7 \setminus 14.7$	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hanjin	27%	20%	18 Days	\$1,730									\$1,730
Senator	27%	14%	18 Days	\$1,250									\$1,250
Zim Line	27%	7%	24 Days 4										
Cho Yang	20%	52%	18 Days										
NYK Line	0%	7%	21 Days										

<sup>4</sup> Transit time is based on departure from Long Beach, CA.

L.A./L.B./Oakland Ports To Tokyo/Yokohama, Japan

Almonds

Monthly Market Share For: March 2000

Month\Year: 25.0 \ 67.4

Month\Year: 25.0\67.4				Surcharges:									
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
NYK Line	36%	24%	4 Days										
Yang Ming	32%	50%	10 Days										
P&O Nedlloyd	16%	10%	11 Days	\$1,050	\$180		52%						\$1,776
Hanjin	16%	10%	9 Days	\$880									\$880
Evergreen	0%	3%	10 Days	\$1,567	\$144								\$1,711